

Message Text

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PAGE 01 MADRID 01553 081208Z

46

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 AEC-11 AID-20 CEA-02 CIAE-00

CIEP-02 COME-00 DODE-00 FEA-02 FPC-01 H-03 INR-10

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SCI-06 SPC-03 SS-20 STR-08 TRSE-00 ACDA-19 AGR-20

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P 081045Z MAR 74

FM AMEMBASSY MADRID

TO SECSTATE WASHDC PRIORITY 8342

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E.O. 11652: N/A

TAGS: ENRG ETRD SP

SUBJ: TRADE AND INVESTMENT OPPORTUNITIES ARISING FROM ENERGY
SITUATION

REF: STATE 40537

EMBASSY SUGGESTS FOLLOWING AREAS PRESENTING EITHER NEW OPPORTUNITIES FOR US EXPORTS OR GOOD PROSPECTS FOR INCREASED US EXPORT SHARE OF SPANISH MARKET AS RESULT HIGHER PETROLEUM AND RAW MATERIAL PRICES AND SUPPLY SHORTAGES:

1. TECHNICAL ASSISTANCE AND EQUIPMENT SALES FOR SPAIN'S EXPANDING NUCLEAR ENERGY AND THERMAL ENERGY INDUSTRY. RE NUCLEAR PRODUCTION OF ELECTRICITY, PERCENTAGE SHARE OF TOTAL SPANISH ELECTRICAL PRODUCTION ESTIMATED TO RISE FROM ABOUT 1.5 PERCENT IN 1970 TO SOME 45 PERCENT BY 1985. WHILE WESTINGHOUSE AND GE AS WELL AS US DESIGN FIRMS, E.G. BECHTEL, FOSTER WHEELER, HAVE PLAYED MAJOR ROLE IN SPANISH NUCLEAR ENERGY PROGRAM, US INDUSTRY MUST CONTINUE BE ENERGETIC IN MEETING OTHER COMPETITION SOURCES IN ORDER EXPLOIT IN-

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PAGE 02 MADRID 01553 081208Z

CREASINGLY ATTRACTIVE POSSIBILITIES. US COMPANY (SINGER

EDUCATIONAL AND TRAINING PRODUCTS, SILVER SPRING, MARYLAND)
RECENTLY REPORTED STRONG SPANISH INTEREST OBTAINING US EXPERTISE
AND AIDS FOR TRAINING SPANISH EMPLOYEES ENTERING NUCLEAR
ENERGY INDUSTRY. RE THERMAL ENERGY, INTEREST IN US
EXPORTS OF COAL SHOULD BE ENHANCED AS SPAIN CONSIDERS SHIFT
FROM FUEL OIL TO COAL.

2. EMBASSY ALSO HAS RECEIVED INDICATIONS RECENTLY OF
INTEREST IN US SUPPLIERS OF CERTAIN PACKAGING MATERIALS,
ESPECIALLY PLASTIC CONTAINERS AND CERTAIN TYPES OF CHEMICAL
FERTILIZERS. ALSO COTTON HARVESTING EQUIPMENT AS INTEREST
PICKS UP IN SPAIN TO INCREASE COTTON PRODUCTION DUE INCREAS-
ING PRICES AND SHORTAGES MANMADE FIBERS.

3. RE REVERSE SPANISH DIRECT INVESTMENT INTEREST IN US,
EMBASSY HAS NOT OBSERVED ANY ADDITIONAL ACTIVITY RESULTING FROM
PETROLEUM OR RAW MATERIAL PRICE INCREASES OR SUPPLY SHORTAGES,
OTHER THAN THE POSSIBLE INTEREST REPORTED IN MADRID 365 OF
GOS INVESTMENT IN URANIUM ENRICHMENT FACILITY.
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